

## Budget Narrative

The Iowa Department of Human Services – Iowa Medicaid Enterprise, on behalf of Governor Terry Branstad, is seeking a total of \$43,079,573 (95% of the project cost) to fund activities to implement and evaluate a sustainable health care delivery and payment system that will improve population health, improve patient care, and reduce health care costs. This includes development of any necessary waivers, State Plan Amendments, or procurement documents required for this transformation. The majority of funds will support contracts with Treo Solutions, Milliman, Inc., Iowa Department of Public Health, University of Iowa Public Policy Center, and costs incurred by current IME contractors that are not covered by their current scopes of work. Iowa will have state staff dedicated to project management, oversight, and monitoring activities, which will total at least 100% time commitment. The IME has been approved to hire one additional staff member that will be dedicated 50%, and there are 10 other state staff who will contribute between 5-15% time. In addition to these state resources, Iowa also will have a contracted SIM project management team consisting of 4 FTEs dedicated 100% to this project. The contracted project team will act on behalf of the state to direct the overall operation of the project and is responsible for overseeing the implementation of all project activities. The State of Iowa attests that Innovation Center funds will not supplant funding from any other sources. \$1,200,000 (90% FFP) in funding will be requested from other Federal sources through an I-APD to add member and provider ACO tracking from the Title XIX system to MMIS, overhaul the managed care subsystem, and enhance and structure the data for analytic purposes.

**A. (Personnel) Salaries and Wages -**

	Year 1	Year 2	Year 3	Year 4
Personnel Total	\$102,442	\$104,973	\$107,618	\$110,383
SIM Cooperative agreement	\$ -	\$ -	\$ -	\$ -
Funding other than SIM	\$102,442	\$104,973	\$107,618	\$110,383
Funding Source	In Kind Contribution			

**Table 1. State Project Staffing Years 1-4**

POSITION TITLE (NAME)	ANNUAL SALARY	TIME ALLOCATED	PROJECT DURATION	AMOUNT REQUESTED
DHS Director (Charles Palmer)	\$154,300	5% In Kind	1/1/15 – 12/31/15	\$ 7,715
DHS Director (Charles Palmer)	\$154,300	5% In Kind	1/1/16 – 12/31/16	\$ 7,715
DHS Director (Charles Palmer)	\$154,300	5% In Kind	1/1/17 – 12/31/17	\$ 7,715
DHS Director (Charles Palmer)	\$154,300	5% In Kind	1/1/18 – 12/31/18	\$ 7,715
Medicaid Director (vacant)	\$133,598	15% In Kind	1/1/15 – 12/31/15	\$ 20,040
Medicaid Director (vacant)	\$133,598	15% In Kind	1/1/16 – 12/31/16	\$ 20,040
Medicaid Director (vacant)	\$133,598	15% In Kind	1/1/17 – 12/31/17	\$ 20,040
Medicaid Director (vacant)	\$133,598	15% In Kind	1/1/18 – 12/31/18	\$ 20,040
Deputy Medicaid Director (Julie Lovelady)	\$119,413	10% In Kind	1/1/15 – 12/31/15	\$ 11,941
Deputy Medicaid Director (Julie Lovelady)	\$124,786	10% In Kind	1/1/16 – 12/31/16	\$ 12,479
Deputy Medicaid Director (Julie Lovelady)	\$130,402	10% In Kind	1/1/17 – 12/31/17	\$ 13,040
Deputy Medicaid Director (Julie Lovelady)	\$136,270	10% In Kind	1/1/18 – 12/31/18	\$ 13,627
Bureau Chief for Medical Services (Bob Schlueter)	\$ 86,923	5% In Kind	1/1/15 – 12/31/15	\$ 4,346
Bureau Chief for Medical Services (Bob Schlueter)	\$ 90,835	5% In Kind	1/1/16 – 12/31/16	\$ 4,542
Bureau Chief for Medical Services (Bob Schlueter)	\$ 94,922	5% In Kind	1/1/17 – 12/31/17	\$ 4,746
Bureau Chief for Medical Services (Bob Schlueter)	\$ 99,194	5% In Kind	1/1/18 – 12/31/18	\$ 4,960

Bureau Chief for Long Term Care (Debbie Johnson)	\$ 95,207	5%	In Kind	1/1/15 – 12/31/15	\$ 4,760
Bureau Chief for Long Term Care (Debbie Johnson)	\$ 95,207	5%	In Kind	1/1/16 – 12/31/16	\$ 4,760
Bureau Chief for Long Term Care (Debbie Johnson)	\$ 95,207	5%	In Kind	1/1/17 – 12/31/17	\$ 4,760
Bureau Chief for Long Term Care (Debbie Johnson)	\$ 95,207	5%	In Kind	1/1/18 – 12/31/18	\$ 4,760
Managed Care Director (Liz Matney)	\$ 63,773	5%	In Kind	1/1/15 – 12/31/15	\$ 3,189
Managed Care Director (Liz Matney)	\$ 66,643	5%	In Kind	1/1/16 – 12/31/16	\$ 3,332
Managed Care Director (Liz Matney)	\$ 69,641	5%	In Kind	1/1/17 – 12/31/17	\$ 3,482
Managed Care Director (Liz Matney)	\$ 72,775	5%	In Kind	1/1/18 – 12/31/18	\$ 3,639
Health Care Reform Executive Officer 3 (Jennifer Steenblock)	\$ 98,093	10%	In Kind	1/1/15 – 12/31/15	\$ 9,809
Health Care Reform Executive Officer 3 (Jennifer Steenblock)	\$ 98,093	10%	In Kind	1/1/16 – 12/31/16	\$ 9,809
Health Care Reform Executive Officer 3 (Jennifer Steenblock)	\$ 98,093	10%	In Kind	1/1/17 – 12/31/17	\$ 9,809
Health Care Reform Executive Officer 3 (Jennifer Steenblock)	\$ 98,093	10%	In Kind	1/1/18 – 12/31/18	\$ 9,809
Health Care Reform Executive Officer 2 (Andria Seip)	\$ 63,482	10%	In Kind	1/1/15 – 12/31/15	\$ 6,348
Health Care Reform Executive Officer 2 (Andria Seip)	\$ 66,338	10%	In Kind	1/1/16 – 12/31/16	\$ 6,634
Health Care Reform Executive Officer 2 (Andria Seip)	\$ 69,641	10%	In Kind	1/1/17 – 12/31/17	\$ 6,932
Health Care Reform Executive Officer 2 (Andria Seip)	\$ 72,775	10%	In Kind	1/1/18 – 12/31/18	\$ 7,244
Management Analyst 3 (TBD)	\$ 49,941	50%	In Kind	1/1/15 – 12/31/15	\$ 24,971
Management Analyst 3 (TBD)	\$ 52,188	50%	In Kind	1/1/16 – 12/31/16	\$ 26,094
Management Analyst 3 (TBD)	\$ 54,537	50%	In Kind	1/1/17 – 12/31/17	\$ 27,269
Management Analyst 3 (TBD)	\$ 56,991	50%	In Kind	1/1/18 – 12/31/18	\$ 28,496
Finance Administrator (Brad Neuweg)	\$ 77,381	5%	In Kind	1/1/15 – 12/31/15	\$ 3,869
Finance Administrator (Brad Neuweg)	\$ 77,381	5%	In Kind	1/1/16 – 12/31/16	\$ 3,869
Finance Administrator (Brad Neuweg)	\$ 77,381	5%	In Kind	1/1/17 – 12/31/17	\$ 3,869

Finance Administrator (Brad Neuweg)	\$ 77,381	5% In Kind	1/1/18 – 12/31/18	\$ 3,869
Contracts Manager (Stephanie Clark)	\$ 54,538	10% In Kind	1/1/15 – 12/31/15	\$ 5,454
Contracts Manager (Stephanie Clark)	\$ 56,992	10% In Kind	1/1/16 – 12/31/16	\$ 5,699
Contracts Manager (Stephanie Clark)	\$ 59,556	10% In Kind	1/1/17 – 12/31/17	\$ 5,956
Contracts Manager (Stephanie Clark)	\$ 62,236	10% In Kind	1/1/18 – 12/31/18	\$ 6,224

**Job Description:** DHS Director – Charles Palmer

*This position is responsible for guiding and directing the SIM project under the Governor's authority.*

**Job Description:** Medicaid Director – (vacant)

*This position is responsible for guiding and directing the SIM project under the Governor's authority, collaborating with other payers on ACO development, and seeking areas of alignment where possible. Provides overall SIM program oversight.*

**Job Description:** Deputy Medicaid Director – Julie Lovelady

*This position is responsible for providing Medicaid policy guidance and oversight of Medicaid daily operations.*

**Job Description:** Bureau Chief for Medical Services – Bob Schlueter

*This position is responsible for managing, coordinating, and directing the activities of the Bureau of Adult and Children's Medical Programs to assure that Medicaid program policy is developed, understood, organized, and implemented in a timely and effective manner. Serves as a lead on various special projects including implementation of the new eligibility system, implementation of the Iowa Health and Wellness Plan, and implementation of the new MMIS system.*

**Job Description:** Bureau Chief for Long Term Care – Debbie Johnson

*This position is responsible for managing, coordinating, and directing the activities of the Bureau of Long Term Care to assure that Medicaid program policy is developed, understood, organized, and implemented in a timely and effective manner. Program emphasis on serving individuals with disabilities as they strive for independent living.*

**Job Description:** Managed Care Director – Liz Matney

*This position is responsible for directing Medicaid managed care and behavioral health services. Additional duties include research, analysis, design, and implementation of health policy innovations that achieve fiscal sustainability with administrative streamlining for health care programs.*

**Job Description:** *Health Care Reform Executive Officer 3 – Jennifer Steenblock*

*This position is responsible for establishing a sustainable health care system framework incorporating all aspects of the Affordable Care Act.*

**Job Description:** *Health Care Reform Executive Officer 2– Andria Seip*

*This position is responsible for implementing the provisions of the Affordable Care Act that pertain to the Medicaid program, including Iowa’s Medicaid Expansion.*

**Job Description:** *Management Analyst 3 – TBD (new hire)*

*This position is responsible for oversight of contracted staff to ensure accountability, contractual compliance and quality performance. This position is also a liaison for state and federal audits, develops corrective action plans when necessary, monitors budget, works with fiscal staff to address matters of compliance, and works with contractors to ensure the reporting of federally mandated data. The person in this position is also responsible for overseeing the Medicaid budget development process.*

**Job Description:** *Finance Administrator – Brad Neuweg*

*This position is responsible for development and submittal of all Financial Reports required in the Terms and Conditions of the Grant. This position will develop a cost allocation plan and track related grant activity expenditures.*

**Job Description:** *Contracts Manager – Stephanie Clark*

*This position is the AOR, and is also responsible for execution and oversight of all contract actions related to this grant, monitoring contract spend, and oversight and management of SIM grant budget.*

**B. Fringe Benefits –**

	Year 1	Year 2	Year 3	Year 4
Fringe Benefit Total	\$33,301	\$34,643	\$36,061	\$37,558
SIM Cooperative agreement	\$ -	\$ -	\$ -	\$ -
Funding other than SIM	\$33,301	\$34,643	\$36,061	\$37,558
Funding Source	In Kind Contribution			

**Table 2. State Fringe Benefits Years 1-4**

<b>In-Kind Contribution</b>										
	<u>Total Personnel Cost</u>	<u>Base Pay</u>	<u>FICA</u>	<u>lpers</u>	<u>Health Insurance</u>	<u>Dental Insurance</u>	<u>Def Comp</u>	<u>Total Fringe Benefits</u>	<u>Fringe %</u>	<u>Total Fringe x Time Allocated</u>
<b><u>1/1/15-12/31/15</u></b>										
DHS Director	\$ 193,082	\$ 154,300	\$ 11,591	\$ 13,779	\$ 12,042	\$ 470	\$ 900	\$ 38,782	25.13%	5.00%
Chuck Palmer			7.51%	8.93%	7.80%	0.30%	0.58%			\$ 1,939.08
Medicaid Director	\$ 168,643	\$ 133,598	\$ 10,002	\$ 11,930	\$ 12,042	\$ 470	\$ 600	\$ 35,045	26.23%	15.00%
(vacant)			7.49%	8.93%	9.01%	0.35%	0.45%			\$ 5,256.71
Deputy Medicaid Director	\$ 152,808	\$ 119,413	\$ 8,960	\$ 10,664	\$ 12,402	\$ 470	\$ 900	\$ 33,396	27.97%	10.00%
Julie Lovelady			7.50%	8.93%	10.39%	0.39%	0.75%			\$ 3,339.57
Bureau Chief	\$ 112,504	\$ 86,923	\$ 6,386	\$ 7,762	\$ 10,962	\$ 470		\$ 25,580	29.43%	5.00%
Bob Schlueter			7.35%	8.93%	12.61%	0.54%	0.00%			\$ 1,279.02
Bureau Chief	\$ 117,191	\$ 95,207	\$ 6,646	\$ 8,502	\$ 5,586	\$ 350	\$ 900	\$ 21,984	23.09%	5.00%
Debbie Johnson			6.98%	8.93%	5.87%	0.37%	0.95%			\$ 1,099.20
Managed Care Director	\$ 87,743	\$ 63,773	\$ 4,840	\$ 5,695	\$ 12,965	\$ 470	\$ -	\$ 23,970	37.59%	5.00%
Liz Matney			7.59%	8.93%	20.33%	0.74%	0.00%			\$ 1,198.49
Health Care Reform EO3	\$ 128,151	\$ 98,093	\$ 7,299	\$ 8,760	\$ 12,965	\$ 434	\$ 600	\$ 30,058	30.64%	10.00%
Jennifer Steenblock			7.44%	8.93%	13.22%	0.44%	0.61%			\$ 3,005.80
Health Care Reform EO3	\$ 84,509	\$ 63,482	\$ 4,856	\$ 5,669	\$ 9,253	\$ 350	\$ 900	\$ 21,027	33.12%	10.00%
Andria Seip			7.65%	8.93%	14.58%	0.55%	1.42%			\$ 2,102.75
Management Analyst 3	\$ 70,756	\$ 49,941	\$ 3,820	\$ 3,680	\$ 12,965	\$ 350	\$ -	\$ 20,815	41.68%	50.00%
(TBD)			7.65%	7.37%	25.96%	0.70%	0.00%			\$ 10,407.53
Finance Administrator	\$ 104,945	\$ 77,381	\$ 5,804	\$ 6,917	\$ 13,473	\$ 470	\$ 900	\$ 27,563	35.62%	5.00%
Brad Neuweg			7.50%	8.94%	17.41%	0.61%	1.16%			\$ 1,378.17
Contracts Manager	\$ 77,484	\$ 54,538	\$ 4,133	\$ 4,870	\$ 13,473	\$ 470	\$ -	\$ 22,946	42.07%	10.00%
Stephanie Clark			7.58%	8.93%	24.70%	0.86%	0.00%			\$ 2,294.61
<b>Total</b>	<b>\$ 544,153</b>	<b>\$ 419,817</b>	<b>\$ 31,530</b>	<b>\$ 37,497</b>	<b>\$ 51,030</b>	<b>\$ 1,879</b>	<b>\$ 2,400</b>	<b>\$ 124,336</b>		<b>\$ 33,300.91</b>

<b>In-Kind Contribution</b>										
	<u>Total Personnel Cost</u>	<u>Base Pay</u>	<u>FICA</u>	<u>Ipers</u>	<u>Health Insurance</u>	<u>Dental Insurance</u>	<u>Def Comp</u>	<u>Total Fringe Benefits</u>	<u>Fringe %</u>	<u>Total Fringe x Time Allocated</u>
<b>1/1/16-12/31/16</b>										
DHS Director	\$ 193,833	\$ 154,300	\$ 11,591	\$ 13,779	\$ 12,765	\$ 498	\$ 900	\$ 39,532	25.62%	5.00%
Chuck Palmer			7.51%	8.93%	8.27%	0.32%	0.58%			\$ 1,976.62
Medicaid Director	\$ 169,394	\$ 133,598	\$ 10,002	\$ 11,930	\$ 12,765	\$ 498	\$ 600	\$ 35,795	26.79%	15.00%
(vacant)			7.49%	8.93%	9.55%	0.37%	0.45%			\$ 5,369.32
Deputy Medicaid Director	\$ 159,425	\$ 124,786	\$ 8,951	\$ 11,144	\$ 13,146	\$ 498	\$ 900	\$ 34,638	27.76%	10.00%
Julie Lovelady			7.17%	8.93%	10.54%	0.40%	0.72%			\$ 3,463.82
Bureau Chief	\$ 117,738	\$ 90,835	\$ 6,673	\$ 8,112	\$ 11,620	\$ 498	\$ -	\$ 26,903	29.62%	5.00%
Bob Schlueter			7.35%	8.93%	12.79%	0.55%	0.00%			\$ 1,345.15
Bureau Chief	\$ 117,547	\$ 95,207	\$ 6,646	\$ 8,502	\$ 5,921	\$ 371	\$ 900	\$ 22,340	23.46%	5.00%
Debbie Johnson			6.98%	8.93%	6.22%	0.39%	0.95%			\$ 1,117.00
Managed Care Director	\$ 91,893	\$ 66,643	\$ 5,057	\$ 5,951	\$ 13,743	\$ 498	\$ -	\$ 25,250	37.89%	5.00%
Liz Matney			7.59%	8.93%	20.62%	0.75%	0.00%			\$ 1,262.50
Health Care Reform EO3	\$ 128,955	\$ 98,093	\$ 7,299	\$ 8,760	\$ 13,743	\$ 460	\$ 600	\$ 30,862	31.46%	10.00%
Jennifer Steenblock			7.44%	8.93%	14.01%	0.47%	0.61%			\$ 3,086.19
Health Care Reform EO3	\$ 88,416	\$ 66,338	\$ 5,075	\$ 5,924	\$ 9,808	\$ 371	\$ 900	\$ 22,077	33.28%	10.00%
Andria Seip			7.65%	8.93%	14.78%	0.56%	1.36%			\$ 2,207.72
Management Analyst 3	\$ 74,140	\$ 52,188	\$ 3,992	\$ 3,845	\$ 13,743	\$ 371	\$ -	\$ 21,951	42.06%	50.00%
(TBD)			7.65%	7.37%	26.33%	0.71%	0.00%			\$ 10,975.73
Finance Administrator	\$ 105,781	\$ 77,381	\$ 5,804	\$ 6,917	\$ 14,281	\$ 498	\$ 900	\$ 28,400	36.70%	5.00%
Brad Neuweg			7.50%	8.94%	18.46%	0.64%	1.16%			\$ 1,419.99
Contracts Manager	\$ 81,180	\$ 56,992	\$ 4,320	\$ 5,089	\$ 14,281	\$ 498	\$ -	\$ 24,188	42.44%	10.00%
Stephanie Clark			7.58%	8.93%	25.06%	0.87%	0.00%			\$ 2,418.85
Total	\$ 550,188	\$ 422,272	\$ 31,717	\$ 37,716	\$ 54,092	\$ 1,992	\$ 2,400	\$ 127,916		\$ 34,642.89

<u>In-Kind Contribution</u>										
	<u>Total Personnel Cost</u>	<u>Base Pay</u>	<u>FICA</u>	<u>Ipers</u>	<u>Health Insurance</u>	<u>Dental Insurance</u>	<u>Def Comp</u>	<u>Total Fringe Benefits</u>	<u>Fringe %</u>	<u>Total Fringe x Time Allocated</u>
<u>1/1/17-12/31/17</u>										
DHS Director	\$ 194,628	\$ 154,300	\$ 11,591	\$ 13,779	\$ 13,531	\$ 528	\$ 900	\$ 40,328	26.14%	5.00%
Chuck Palmer			7.51%	8.93%	8.77%	0.34%	0.58%			\$ 2,016.41
Medicaid Director	\$ 170,190	\$ 133,598	\$ 10,002	\$ 11,930	\$ 13,531	\$ 528	\$ 600	\$ 36,591	27.39%	15.00%
(vacant)			7.49%	8.93%	10.13%	0.40%	0.45%			\$ 5,488.68
Deputy Medicaid Director	\$ 166,360	\$ 130,402	\$ 8,951	\$ 11,645	\$ 13,935	\$ 528	\$ 900	\$ 35,958	27.58%	10.00%
Julie Lovelady			6.86%	8.93%	10.69%	0.40%	0.69%			\$ 3,595.84
Bureau Chief	\$ 123,218	\$ 94,922	\$ 6,974	\$ 8,477	\$ 12,317	\$ 528	\$ -	\$ 28,295	29.81%	5.00%
Bob Schlueter			7.35%	8.93%	12.98%	0.56%	0.00%			\$ 1,414.77
Bureau Chief	\$ 117,924	\$ 95,207	\$ 6,646	\$ 8,502	\$ 6,277	\$ 393	\$ 900	\$ 22,718	23.86%	5.00%
Debbie Johnson			6.98%	8.93%	6.59%	0.41%	0.95%			\$ 1,135.88
Managed Care Director	\$ 96,241	\$ 69,641	\$ 5,285	\$ 6,219	\$ 14,568	\$ 528	\$ -	\$ 26,600	38.20%	5.00%
Liz Matney			7.59%	8.93%	20.92%	0.76%	0.00%			\$ 1,329.99
Health Care Reform EO3	\$ 129,807	\$ 98,093	\$ 7,299	\$ 8,760	\$ 14,568	\$ 487	\$ 600	\$ 31,714	32.33%	10.00%
Jennifer Steenblock			7.44%	8.93%	14.85%	0.50%	0.61%			\$ 3,171.41
Health Care Reform EO3	\$ 92,506	\$ 69,323	\$ 5,303	\$ 6,190	\$ 10,396	\$ 393	\$ 900	\$ 23,183	33.44%	10.00%
Andria Seip			7.65%	8.93%	15.00%	0.57%	1.30%			\$ 2,318.29
Management Analyst 3	\$ 77,688	\$ 54,537	\$ 4,172	\$ 4,018	\$ 14,568	\$ 393	\$ -	\$ 23,151	42.45%	50.00%
(TBD)			7.65%	7.37%	26.71%	0.72%	0.00%			\$ 11,575.49
Finance Administrator	\$ 106,668	\$ 77,381	\$ 5,804	\$ 6,917	\$ 15,138	\$ 528	\$ 900	\$ 29,287	37.85%	5.00%
Brad Neuweg			7.50%	8.94%	19.56%	0.68%	1.16%			\$ 1,464.33
Contracts Manager	\$ 85,055	\$ 59,556	\$ 4,514	\$ 5,318	\$ 15,138	\$ 528	\$ -	\$ 25,499	42.81%	10.00%
Stephanie Clark			7.58%	8.93%	25.42%	0.89%	0.00%			\$ 2,549.86
Total	\$ 556,541	\$ 424,836	\$ 31,911	\$ 37,945	\$ 57,337	\$ 2,111	\$ 2,400	\$ 131,705		\$ 36,060.94



<u>In-Kind Contribution</u>	<u>Total Personnel Cost</u>	<u>Base Pay</u>	<u>FICA</u>	<u>Ipers</u>	<u>Health Insurance</u>	<u>Dental Insurance</u>	<u>Def Comp</u>	<u>Total Fringe Benefits</u>	<u>Fringe %</u>	<u>Total Fringe x Time Allocated</u>
<b><u>1/1/18-12/31/18</u></b>										
DHS Director	\$ 195,472	\$ 154,300	\$ 11,591	\$ 13,779	\$ 14,342	\$ 560	\$ 900	\$ 41,172	26.68%	5.00%
Chuck Palmer			7.51%	8.93%	9.30%	0.36%	0.58%			\$ 2,058.58
Medicaid Director	\$ 171,033	\$ 133,598	\$ 10,002	\$ 11,930	\$ 14,342	\$ 560	\$ 600	\$ 37,435	28.02%	15.00%
(vacant)			7.49%	8.93%	10.74%	0.42%	0.45%			\$ 5,615.21
Deputy Medicaid Director	\$ 173,620	\$ 136,270	\$ 8,951	\$ 12,169	\$ 14,771	\$ 560	\$ 900	\$ 37,350	27.41%	10.00%
Julie Lovelady			6.57%	8.93%	10.84%	0.41%	0.66%			\$ 3,735.01
Bureau Chief	\$ 128,955	\$ 99,194	\$ 7,288	\$ 8,858	\$ 13,056	\$ 560	\$ -	\$ 29,761	30.00%	5.00%
Bob Schlueter			7.35%	8.93%	13.16%	0.56%	0.00%			\$ 1,488.06
Bureau Chief	\$ 118,325	\$ 95,207	\$ 6,646	\$ 8,502	\$ 6,653	\$ 416	\$ 900	\$ 23,118	24.28%	5.00%
Debbie Johnson			6.98%	8.93%	6.99%	0.44%	0.95%			\$ 1,155.89
Managed Care Director	\$ 100,799	\$ 72,775	\$ 5,523	\$ 6,499	\$ 15,442	\$ 560	\$ -	\$ 28,023	38.51%	5.00%
Liz Matney			7.59%	8.93%	21.22%	0.77%	0.00%			\$ 1,401.16
Health Care Reform EO3	\$ 130,710	\$ 98,093	\$ 7,299	\$ 8,760	\$ 15,442	\$ 517	\$ 600	\$ 32,617	33.25%	10.00%
Jennifer Steenblock			7.44%	8.93%	15.74%	0.53%	0.61%			\$ 3,261.74
Health Care Reform EO3	\$ 96,791	\$ 72,443	\$ 5,542	\$ 6,469	\$ 11,020	\$ 416	\$ 900	\$ 24,347	33.61%	10.00%
Andria Seip			7.65%	8.93%	15.21%	0.57%	1.24%			\$ 2,434.75
Management Analyst 3	\$ 81,408	\$ 56,991	\$ 4,360	\$ 4,199	\$ 15,442	\$ 416	\$ -	\$ 24,417	42.84%	50.00%
(TBD)			7.65%	7.37%	27.10%	0.73%	0.00%			\$ 12,208.59
Finance Administrator	\$ 107,608	\$ 77,381	\$ 5,804	\$ 6,917	\$ 16,046	\$ 560	\$ 900	\$ 30,227	39.06%	5.00%
Brad Neuweg			7.50%	8.94%	20.74%	0.72%	1.16%			\$ 1,511.33
Contracts Manager	\$ 89,118	\$ 62,236	\$ 4,718	\$ 5,558	\$ 16,046	\$ 560	\$ -	\$ 26,881	43.19%	10.00%
Stephanie Clark			7.58%	8.93%	25.78%	0.90%	0.00%			\$ 2,688.11
Total	\$ 563,230	\$ 427,516	\$ 32,115	\$ 38,184	\$ 60,777	\$ 2,238	\$ 2,400	\$ 135,714		\$ 37,558.43

**C. Travel -**

	Year 1	Year 2	Year 3	Year 4
Travel Total (In-State and Out-of-State combined)	\$7,000	\$7,000	\$7,000	\$7,000
SIM Cooperative agreement	\$7,000	\$7,000	\$7,000	\$7,000
Funding other than SIM	\$ -	\$ -	\$ -	\$ -

*In-State Travel:*

5 trips x 3 people x 290 miles r/t x .39/mile = \$1,700

2 days per diem x \$50/day x 3 people = \$ 300

1 night lodging x \$100/night x 3 people = \$ 300

Total \$ 2,300 each year

*Three state staff will travel to attend 5 stakeholder meetings located throughout the state each year. The average round trip mileage from Des Moines to these 5 locations is 290 miles. One of these meetings will require an overnight stay and two days per diem.*

*Out-of-State Travel:*

2 trips x 2 people x \$500 r/t airfare = \$2,000

2 trips x 3 days per diem x 2 people x \$50/day = 600

2 trips x 2 night's lodging x 2 people x \$200/night = 1,600

2 trips x ground transportation, parking, baggage fees x 2 people = 500

Total: \$4,700 each year

*The Medicaid Director and one state staff member will attend in-person SIM workshops and conferences, if required by HHS.*

**D. Equipment – N/A**

**E. Supplies –**

Supplies Total Year 1 \$104,743

SIM Cooperative agreement \$104,743

Funding other than SIM Cooperative agreement \$ -

All supplies to be purchased during Year 1

Notebook PC = \$771 x 3 = \$2,313

Docking Station = \$ 86 x 3 = \$258

Cable Lock = \$ 34 x 3 = \$102

HP Display Port to VGA Cable = \$ 16.00 x 3 = \$ 48

23" Widescreen Monitor = \$139 x 6 = \$834

HP Laserjet Printer = \$334 x 3 = \$1,002

Keyboard = \$15 x 3 = \$ 45

Mouse = \$5 x 3 = \$ 15

Battery Backup Outlet/Surge Protector = \$ 42 x 3 = \$126

Member Outreach and Engagement Flyers (100,000 copies @) \$1 each) = \$100,000

*The outreach flyers will be ordered through the Iowa Department of Administrative Services and used for member outreach regarding ACOs and to engage members to complete healthy behaviors as described in the proposal. The Notebook PCs and accessories will be used to support staff working on this project – to include compiling data for the project, creating reports, printing forms and documents. These items will be used 100% for the project.*

**F. Consultant/Contractual Costs –**

	Year 1	Year 2	Year 3	Year 4
Contract Services Total	\$7,876,921	\$11,384,026	\$12,126,007	\$11,559,876
SIM Cooperative agreement	\$7,876,921	\$11,384,026	\$12,126,007	\$11,559,876
Funding other than SIM	\$ -	\$ -	\$ -	\$ -

Itemized description of contractors' costs and required information for contract approval can be found in [Table 3](#) on pages 8-12 of the budget narrative. IDPH will also be providing \$260,000 in-kind support and \$100,000 in grant funds from the Preventative Health & Human Services (PHHS) Block Grant through CDC. Community Social Determinants of Health (SDH) grants will be issued to communities that target improving a specific SDH prevalent in the community. The objective of the community grants will be to engage communities to find strategies targeting social determinants impacting their communities. The SDH grants will be data driven and customized to the unique needs of a community. Community SDH grants are not intended to be continuously funded but are instead considered a tool to teach communities about SDH and focused activities to improve population health. The sustainability of this activity will be determined based on rapid cycle evaluation of the effectiveness of this model test, and

considered part of the Plan to Improve Population Health. In addition, once the community level strategies are established they can be deployed through integration into the work of the Community Care Teams.

**G. Construction (not applicable)**

**H. Other** – N/A.

**I. Total Direct Costs** –

	Year 1	Year 2	Year 3	Year 4
Personnel	\$ In Kind	\$ In Kind	\$ In Kind	\$ In Kind
Fringe Benefits	\$ In Kind	\$ In Kind	\$ In Kind	\$ In Kind
Travel	\$ 7,000	\$ 7,000	\$ 7,000	\$ 7,000
Equipment	\$ -	\$ -	\$ -	\$ -
Supplies	\$ 104,743	\$ -	\$ -	\$ -
Contractual Costs	\$ 7,876,921	\$11,384,026	\$12,126,007	\$11,559,876
Construction	\$ -	\$ -	\$ -	\$ -
Other	\$ -	\$ -	\$ -	\$ -
Total Direct Charges	\$ 7,988,664	\$11,391,026	\$12,133,007	\$11,566,876
Indirect Charges	\$ -	\$ -	\$ -	\$ -
TOTALS	\$ 7,988,664	\$11,391,026	\$12,133,007	\$11,566,876

**J. Indirect Costs** – N/A. Contractor indirect costs are listed after Table 3. The Iowa Department of Human Services does not claim indirect costs or have an Indirect Cost Rate Agreement with HHS.

**Table 3. Required Information for Contract Approval**

<b>Name of Contractor:</b> Treo Solutions, Organization <b>Method of Selection:</b> Sole Source Procurement - No other vendor can support both Medicaid and Wellmark on an integrated IT platform. Also, a database with both Medicaid data and Wellmark claims data allows for cross-payor analysis of provider performance and total population analysis. <b>Method of Accountability:</b> Performance based contract <b>Indirect Costs:</b> \$1,088,000 total, 8% of total cost								
Scope of Work	Period of Performance and Itemized Budget Total for Treo Solutions = \$13,500,000							
	1/1/15-12/31/15		1/1/16-12/31/16		1/1/17-12/31/17		1/1/18-12/31/18	
<b>Data Analytics Vendor</b>	Hours x Ave Rate	Budget Estimate	Hours x Ave Rate	Budget Estimate	Hours x Ave Rate	Budget Estimate	Hours x Ave Rate	Budget Estimate
<b>1. Project Management throughout Project, including planning, operations, and communication with IME SIM team.</b>	800 hrs x \$250	1. \$200,000	800 hrs x \$250	1. \$200,000	800 hrs x \$250	1. \$200,000	800 hrs x \$250	1. \$200,000
<b>2. Programming and Business Rules Development of Online dashboard (keeping in sync with Wellmark).</b>	3000 hrs x \$250	2. \$750,000	3000 hrs x \$250	2. \$750,000	3000 hrs x \$250	2. \$750,000	3000 hrs x \$250	2. \$750,000
<b>3. Regular refreshes of VIS and TCOC data in Dashboards.</b>	8000 hrs x \$250	3&4. \$2,000,000	8000 hrs x \$250	3&4. \$2,000,000	8000 hrs x \$250	3&4. \$2,000,000	8000 hrs x \$250	3&4. \$2,000,000
<b>4. Report Quarterly to IME SIM team a strategic opportunity analysis of VIS, TCOC budget trends, HRA results and status of SDH RA methodology.</b>	200 hrs x \$250	5. \$50,000	200 hrs x \$250	5. \$50,000	200 hrs x \$250	5. \$50,000	200 hrs x \$250	5. \$50,000
<b>5. Provide IME policy advice as needed.</b>	800 hrs x \$250	6. \$200,000	800 hrs x \$250	6. \$200,000	800 hrs x \$250	6. \$200,000	400 hrs x \$250	6. \$100,000
<b>6. Programming and Business Rules Development for Assess My Health HRA.</b>	400 hrs x \$250	7. \$100,000	400 hrs x \$250	7. \$100,000		7. -		7. -
<b>7. Establish Data Intake, Staging and Testing Environment for SDH data Phase 1 and 2.</b>		8. -		8. -	1200 hrs x \$250	8. \$300,000	1200 hrs x \$250	8. \$300,000
<b>8. Validate and Test SDH data for risk adjustment, TCOC and VIS.</b>	13600 hrs x \$250	<b>Total 2015 \$3,300,000</b>	13600 hrs x \$250	<b>Total 2016 \$3,300,000</b>	14000 hrs x \$250	<b>Total 2017 \$3,500,000</b>	14000 hrs x \$250	<b>Total 2018 \$3,400,000</b>

**Name of Contractor:** Telligen, Inc., Organization  
**Method of Selection:** Amendment to existing contract # MED-10-001-C. This contractor was also the lead for the SIM Model Design and has developed Iowa's health home and medical home programs.  
**Method of Accountability:** Performance based contract  
**Indirect Costs:** \$238,406 total, 10% of total cost

Scope of Work	Period of Performance and Itemized Budget Total for Telligen = \$2,384,055							
	1/1/15-12/31/15		1/1/16-12/31/16		1/1/17-12/31/17		1/1/18-12/31/18	
<b>SIM Project Team for IME (4 FTEs)</b>								
1. SIM Project Director								
a. Management of entire SIM scope of work including timelines, contractor Management and grant compliance	Hours x Ave Rate	Budget Estimate	Hours x Ave Rate	Budget Estimate	Hours x Ave Rate	Budget Estimate	Hours x Ave Rate	Budget Estimate
b. Manage SIM stakeholder engagement	2218.6 hrs x \$92.22	1. \$204,600	2350.4 hrs x \$88.65	1. \$208,360	2350.8 hrs x \$90.41	1. \$212,535	2350.5 hrs x \$92.23	1. \$216,790
c. Support IME in expanding ACO delivery system.	894.9 hrs x \$92.22	2. \$82,530	1896 hrs x \$88.65	2. \$168,085	1896 hrs x \$90.41	2. \$171,420	1896 hrs x \$92.23	2. \$174,868
d. Report regularly to IME Policy and SIM Leadership.	894.9 hrs x \$92.22	3. \$82,530	1896 hrs x \$88.65	3. \$168,085	1896 hrs x \$90.41	3. \$171,420	1896 hrs x \$92.23	4. \$174,868
2. ACO Project Manager								
a. Manage daily operations of data collection and reporting for Medicaid ACO programs and attend webinars & stakeholder meetings.	521.6 hrs x \$92.22	4. \$48,100	1105.3 hrs x \$88.65	4. \$97,975	1105.4 hrs x \$90.41	4. \$99,940	1105.4 hrs x \$92.23	4. \$101,950
b. Work with in-state evaluator								
c. Develop Rapid Cycle evaluation reports to SIM leadership and Quarterly, Semi-annual & annual CMS grant reports.								
3. ACO Project Manager 2								
a. Manage daily operations specific to provider outreach and education.								
b. Work the TA vendor, IHC, and IDPH IHIN Alerting system.								
c. Manage daily implementation of VIS								
	4530 hrs x \$92.22	<b>Total 2015 \$417,760</b>	7247.7 hrs x \$88.65	<b>Total 2016 \$642,505</b>	7248.2 hrs x \$90.41	<b>Total 2017 \$655,315</b>	7247.9 hrs x \$92.23	<b>Total 2018 \$668,475</b>

<p><b>dashboard and public reporting process.</b>  <b>d. Manage the implementation of SDH data collection and impact on delivery of care.</b></p> <p><b>4. ACO Project Assistant</b>  <b>a. Schedule and coordinate Stakeholder meetings and provide minutes for public records and posting on SIM websites. Coordinate SIM distribution lists for announcements.</b>  <b>b. Compile reports for CMS grant compliance activities.</b>  <b>c. Attend scheduled SIM Webinars, CMS TA calls and stakeholder meetings.</b></p>								
<p><b>Name of Contractor:</b> Milliman, Inc., Organization  <b>Method of Selection:</b> Amendment to existing contract # MED-15-002  <b>Method of Accountability:</b> Performance based contract  <b>Indirect Costs:</b> N/A</p>								
<b>Scope of Work</b>	<p align="center"><b>Period of Performance and Itemized Budget</b>  <b>Total for Milliman = \$389,000</b></p>							
	<b>1/1/15-12/31/15</b>		<b>1/1/16-12/31/16</b>		<b>1/1/17-12/31/17</b>		<b>1/1/18-12/31/18</b>	
	<b>Hours x Ave Rate</b>	<b>Budget Estimate</b>	<b>Hours x Ave Rate</b>	<b>Budget Estimate</b>	<b>Hours x Ave Rate</b>	<b>Budget Estimate</b>	<b>Hours x Ave Rate</b>	<b>Budget Estimate</b>
<b>Actuarial Services and Waiver Support</b>								
<b>1. Write required SPA and waivers to receive approval to carry out Medicaid ACO initiatives through the SIM.</b>	500 hrs x \$250	1. \$125,000	100 hrs x \$250	1. \$25,000	1. -		1. -	
<b>2. Provide actuarial analysis of waivers and ACO payment models annually.</b>	332 hrs x \$250	2. \$83,000	248 hrs x \$250	2. \$62,000	188 hrs x \$250	2. \$47,000	188 hrs x \$250	2. \$47,000
	832 hrs x \$250	<b>Total 2015 \$208,000</b>	348 hrs x \$250	<b>Total 2016 \$87,000</b>	188 hrs x \$250	<b>Total 2017 \$47,000</b>	188 hrs x \$250	<b>Total 2018 \$47,000</b>
<p><b>Name of Contractor:</b> University of Iowa Public Policy Center, State Institution  <b>Method of Selection:</b> Intergovernmental Agreement – per Iowa Code (11 IAC 118.4), in the event another governmental entity has</p>								

resources available to supply a service sought by a state agency, the state agency may enter into an intergovernmental agreement with the other governmental entity and is not required to use competitive selection.

**Method of Accountability:** Performance based contract- this is not a subaward

**Indirect Costs:** \$272,000 total, 8% of total cost

Scope of Work	Period of Performance and Itemized Budget Total for PPC = \$3,400,000							
	1/1/15-12/31/15		1/1/16-12/31/16		1/1/17-12/31/17		1/1/18-12/31/18	
<b>In-State Independent Evaluator</b>								
<b>1. Establish, execute and manage a SIM Evaluation Plan including the reporting of data to IME SIM or CMS evaluators.</b>	Hours x Ave Rate	Budget Estimate	Hours x Ave Rate	Budget Estimate	Hours x Ave Rate	Budget Estimate	Hours x Ave Rate	Budget Estimate
<b>2. Collaborate with the CMS Evaluators by collecting and providing data sources to CMS and help CMS identify control/comparison groups.</b>	400 hrs x \$125	1. \$50,000	400 hrs x \$125	1. \$50,000	400 hrs x \$125	1. \$50,000	400 hrs x \$125	1. \$50,000
<b>3. Perform an in-state evaluation of SIM project work, by leveraging existing evaluation activities with Health Home and Iowa Health and Wellness Plan</b>	2000 hrs x \$150	2. \$300,000	2000 hrs x \$150	2. \$300,000	2000 hrs x \$150	2. \$300,000	2000 hrs x \$150	2. \$300,000
<b>4. Work with IDPH to collect and send population health metrics data to the CMS evaluator.</b>	1600 hrs x \$250	3. \$400,000	1600 hrs x \$250	3. \$400,000	1600 hrs x \$250	3. \$400,000	1600 hrs x \$250	3. \$400,000
	800 hrs x \$125	4. \$100,000	800 hrs x \$125	4. \$100,000	800 hrs x \$125	4. \$100,000	800 hrs x \$125	4. \$100,000
	<b>4800 hrs x \$177.08</b>	<b>Total 2015 \$850,000</b>	<b>4800 hrs x \$177.08</b>	<b>Total 2016 \$850,000</b>	<b>4800 hrs x \$177.08</b>	<b>Total 2017 \$850,000</b>	<b>4800 hrs x \$177.08</b>	<b>Total 2018 \$850,000</b>

**Name of Contractor:** Iowa Department of Public Health, State Agency

**Method of Selection:** Intergovernmental Agreement – per Iowa Code (11 IAC 118.4), in the event another governmental entity has resources available to supply a service sought by a state agency, the state agency may enter into an intergovernmental agreement with the other governmental entity and is not required to use competitive selection.

**Method of Accountability:** Performance based contract- this is not a subaward

**Indirect Costs:** \$2,077,555 total, 8.9% of total cost

Scope of Work	Period of Performance and Itemized Budget Total for IDPH = \$23,273,775							



<b>Population Health Improvement /ACO TA/HIT</b> <b>1. Project Management of ACO TA, Community Care Team, and Community SDH Grants (timelines, complying with CMS, contractor management of IHC, and attending SIM webinars, etc.)</b> <b>2. Develop a Community Care Team model that integrated primary care and LTC.</b> <b>3. Align Community Health Need Assessments with Hospital and LPH</b> <b>4. Issue Community SDH Grants to improve Health Disparities</b> <b>5. Expand HEN Infrastructure to support ACO and delivery system transformation including addressing SDH, improving Health Literacy, Population Health Strategies through learning events, webinars and reporting</b> <b>6. One IHIN Project Manager FTE:</b> a. Manage the daily operations of the IHIN Alerting system, b. Comply with CMS grant, c. Contractor management of IHIN Vendor <b>7. Develop and maintain business rules and deploy the IHIN Alerting tool</b>	<b>1/1/15-12/31/15</b>		<b>1/1/16-12/31/16</b>		<b>1/1/17-12/31/17</b>		<b>1/1/18-12/31/18</b>	
	<b>Hours x Ave Rate</b>	<b>Budget Estimate</b>	<b>Hours x Ave Rate</b>	<b>Budget Estimate</b>	<b>Hours x Ave Rate</b>	<b>Budget Estimate</b>	<b>Hours x Ave Rate</b>	<b>Budget Estimate</b>
	2270 hrs x \$110	1. \$249,661	2300.2 hrs x \$110	1. \$253,021	2474.5 hrs x \$110	1. \$272,192	2662.7 hrs x \$110	1. \$292,901
	2. -		18181.8 hrs x \$110	2. \$2,000,000	22727.3 hrs x \$110	2. \$2,500,000	22727.3 hrs x \$110	2. \$2,500,000
	2302.6 hrs x \$76	3. \$175,000	2302.6 hrs x \$76	3. \$175,000	2302.6 hrs x \$76	3. \$175,000	2302.6 hrs x \$76	3. \$175,000
	4. -		2727.3 hrs x \$110	4. \$300,000	3181.8 hrs x \$110	4. \$350,000	3181.8 hrs x \$110	4. \$350,000
	23611 hrs x \$90	5. \$2,125,000	35833.3 hrs x \$90	5. \$3,225,000	35833.3 hrs x \$90	5. \$3,225,000	30277.8 hrs x \$90	5. \$2,725,000
	2083.3 hrs x \$36	6. \$75,000	2083.3 hrs x \$36	6. \$75,000	2083.3 hrs x \$36	6. \$75,000	2083.3 hrs x \$36	6. \$75,000
	4331.8 hrs x \$110	7. \$476,500	4331.8 hrs x \$110	7. \$476,500	4331.8 hrs x \$110	7. \$476,500	4331.8 hrs x \$110	7. \$476,500
	<b>34598.7 hrs x \$89.63</b>	<b>Total 2015 \$3,101,161</b>	<b>67760.3 hrs x \$95.99</b>	<b>Total 2016 \$6,504,521</b>	<b>72934.6 hrs x \$96.99</b>	<b>Total 2017 \$7,073,692</b>	<b>67567.3 hrs x \$97.60</b>	<b>Total 2018 \$6,594,401</b>

**Contractual Budget Indirect Costs**

<b>Contract</b>	<b>Rate</b>	<b>Year1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Total</b>
Treo Solutions	8%	\$272,000	\$264,000	\$280,000	\$272,000	\$1,088,000
Telligen	10%	\$41,776	\$64,251	\$65,532	\$66,847	\$ 238,406
Milliman	none	\$ -	\$ -	\$ -	\$ -	\$ -
University of Iowa Public Policy Center	8 %	\$68,000	\$68,000	\$68,000	\$68,000	\$ 272,000
Iowa Department of Public Health	8.93%	\$276,828	\$580,632	\$631,440	\$588,655	\$2,077,555